



December 2016

Area Delimited by County Of Rogers

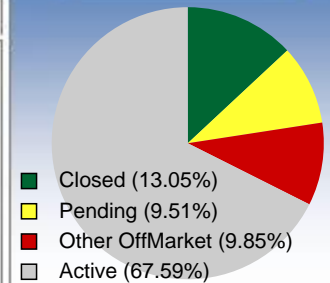


Absorption: Last 12 months, an Average of **118** Sales/Month

Active Inventory as of December 31, 2016 = **611**

	DECEMBER		
	2015	2016	+/- %
Closed Listings	98	118	20.41%
Pending Listings	75	86	14.67%
New Listings	138	160	15.94%
Median List Price	149,000	169,000	13.42%
Median Sale Price	146,000	164,950	12.98%
Median Percent of List Price to Selling Price	98.27%	99.18%	0.93%
Median Days on Market to Sale	28.00	35.50	26.79%
End of Month Inventory	640	611	-4.53%
Months Supply of Inventory	5.60	5.18	-7.57%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 11, 2017

Data from the **Greater Tulsa Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2016 decreased **4.53%** to 611 existing homes available for sale. Over the last 12 months this area has had an average of 118 closed sales per month. This represents an unsold inventory index of **5.18** MSI for this period.

Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **12.98%** in December 2016 to \$164,950 versus the previous year at \$146,000.

Median Days on Market Lengthens

The median number of **35.50** days that homes spent on the market before selling increased by 7.50 days or **26.79%** in December 2016 compared to last year's same month at **28.00** DOM.

Sales Success for December 2016 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished strong this month.

There were 160 New Listings in December 2016, up **15.94%** from last year at 138. Furthermore, there were 118 Closed Listings this month versus last year at 98, a **20.41%** increase.

Closed versus Listed trends yielded a **73.8%** ratio, up from last year's December 2016 at **71.0%**, a **3.85%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

What's in this Issue

Closed Listings	1
Pending Listings	2
New Listings	3
Inventory	4
Months Supply of Inventory	5
Median Days on Market to Sale	6
Median List Price at Closing	7
Median Sale Price at Closing	8
Median Percent of List Price to Selling Price	9
Market Summary	10

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

Visit www.tulsarealtors.com to find a REALTOR® today.



Monthly Inventory Analysis

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December 2016

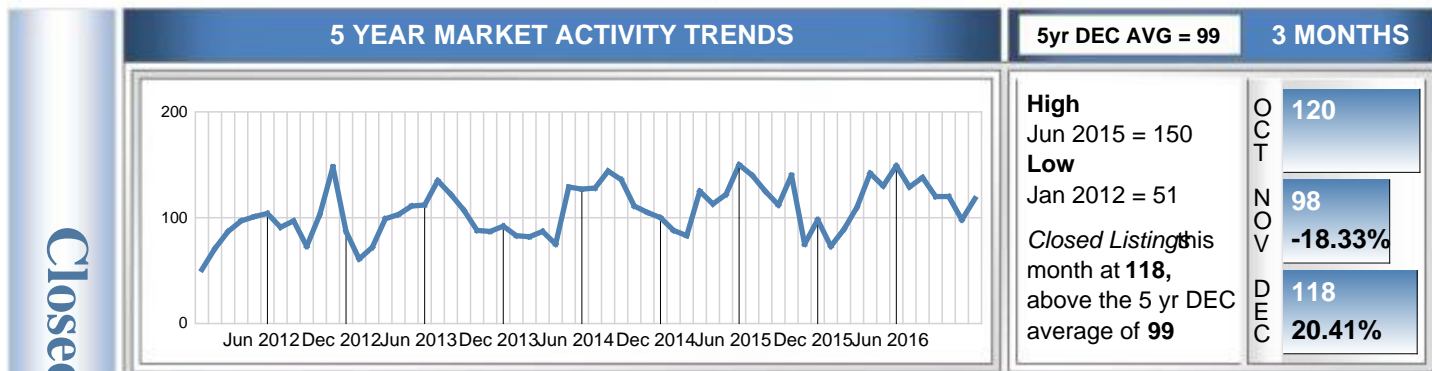
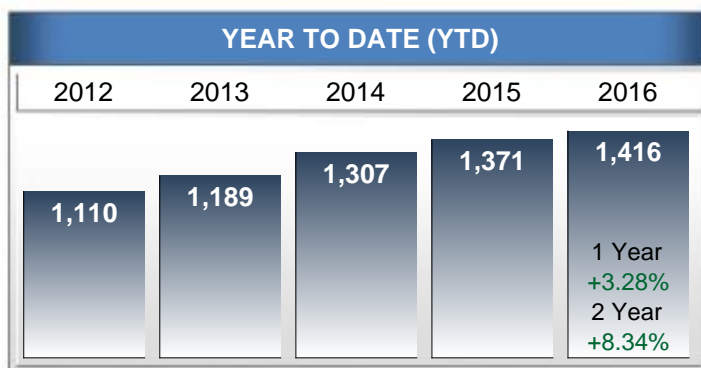
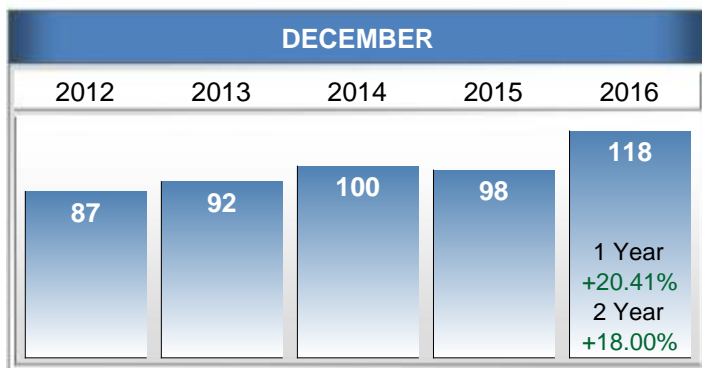
Closed Sales as of Jan 11, 2017



Closed Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Closed Listings

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CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11	9.32%	26.0	9	1	1	0
\$50,001 - \$100,000	15	12.71%	18.0	3	11	1	0
\$100,001 - \$125,000	10	8.47%	21.5	0	9	1	0
\$125,001 - \$175,000	34	28.81%	43.5	0	26	8	0
\$175,001 - \$225,000	15	12.71%	62.0	1	10	3	1
\$225,001 - \$350,000	19	16.10%	24.0	1	5	13	0
\$350,001 and up	14	11.86%	43.5	1	3	7	3
Total Closed Units:	118		35.5	15	65	34	4
Total Closed Volume:	23,670,363			1.49M	10.12M	10.19M	1.87M
Median Closed Price:	\$164,950			\$41,800	\$151,500	\$241,700	\$457,875



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

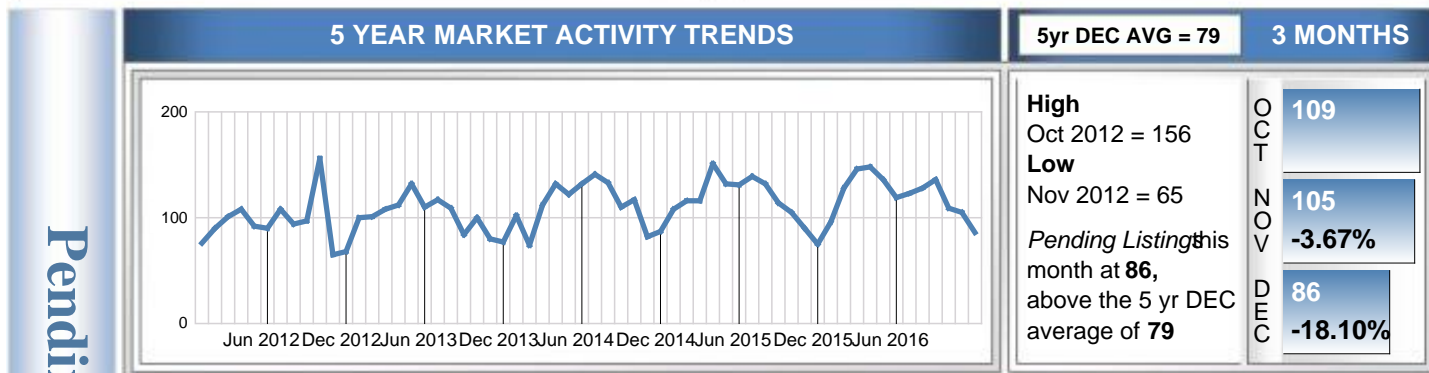
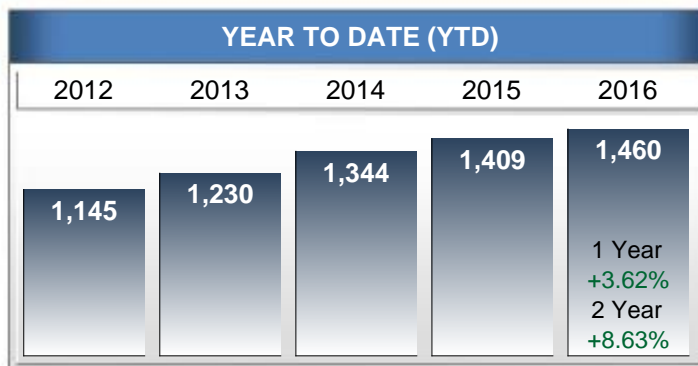
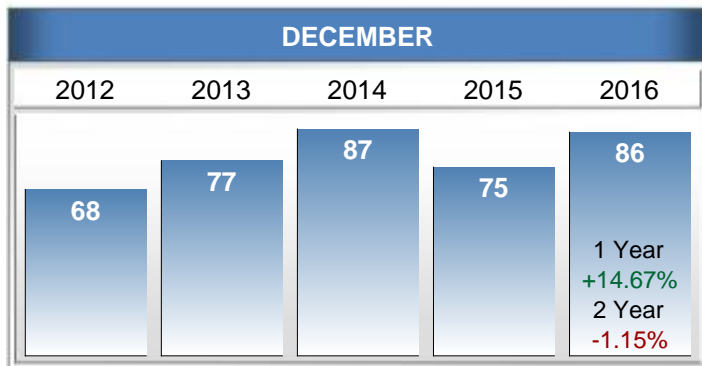
Pending Listings as of Jan 11, 2017



Pending Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Pending Listings

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PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	7	8.14%	23.0	7	0	0	0
\$50,001 - \$80,000	14	16.28%	21.0	6	8	0	0
\$80,001 - \$110,000	11	12.79%	58.0	3	7	1	0
\$110,001 - \$150,000	17	19.77%	27.0	1	12	3	1
\$150,001 - \$220,000	16	18.60%	45.5	2	10	4	0
\$220,001 - \$320,000	12	13.95%	24.0	0	3	8	1
\$320,001 and up	9	10.47%	74.0	0	1	6	2
Total Pending Units: 86				39.5			
Total Pending Volume: 15,647,488				1.41M	5.66M	7.37M	1.21M
Median Listing Price: \$134,950				\$65,000	\$129,500	\$252,500	\$287,450



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

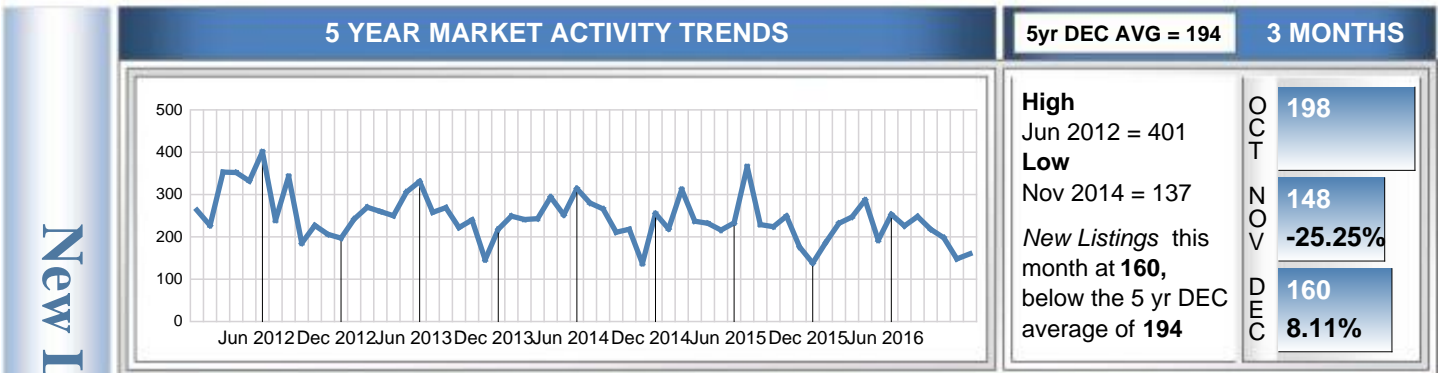
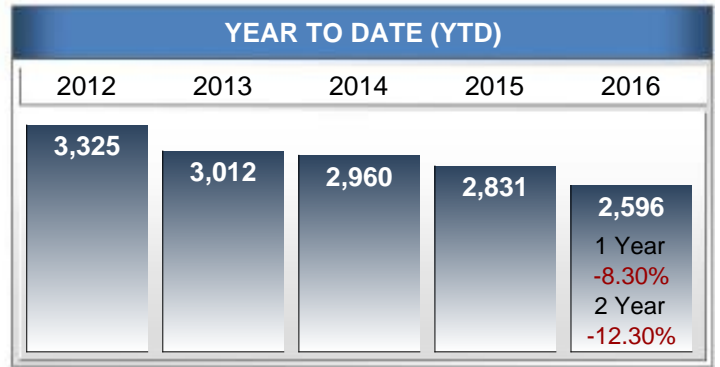
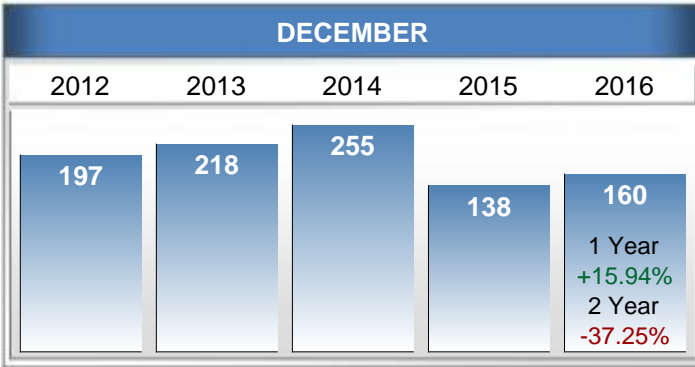
New Listings as of Jan 11, 2017



New Listings

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



New Listings

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NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	5	3.13%	5	0	0	0
\$25,001 - \$75,000	30	18.75%	18	11	1	0
\$75,001 - \$100,000	14	8.75%	4	8	2	0
\$100,001 - \$175,000	47	29.38%	7	30	10	0
\$175,001 - \$275,000	23	14.38%	4	11	5	3
\$275,001 - \$400,000	26	16.25%	2	4	16	4
\$400,001 and up	15	9.38%	3	3	7	2
Total New Listed Units:			43	67	41	9
Total New Listed Volume:			7.98M	10.59M	13.80M	3.30M
Median New Listed Listing Price:			\$74,900	\$138,000	\$297,000	\$378,400



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

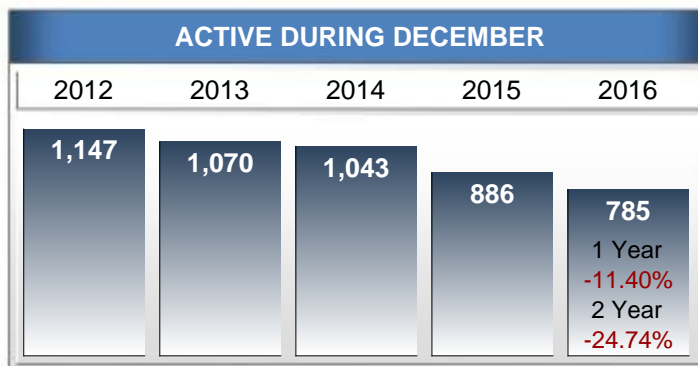
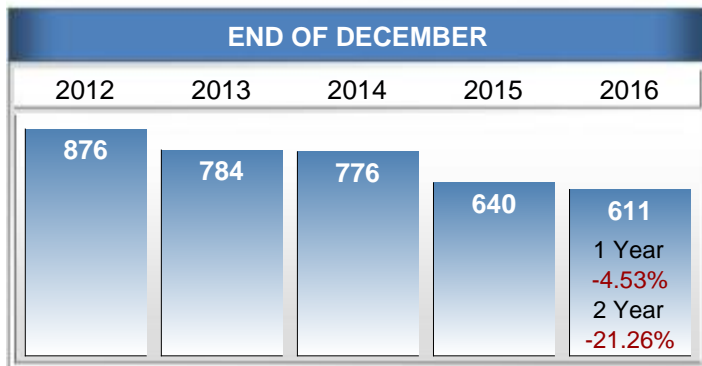
Active Inventory as of Jan 11, 2017



Active Inventory

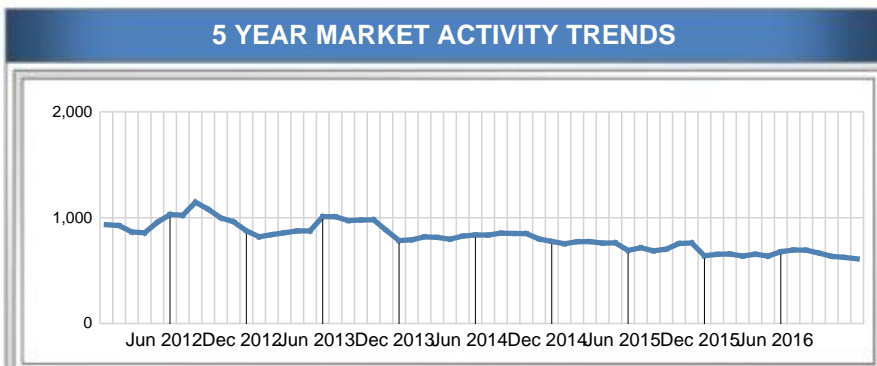
Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Active Inventory

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5yr DEC AVG = 737 **3 MONTHS**

High
Aug 2012 = 1,146

Low
Dec 2016 = 611

Inventory this month at 611, below the 5 yr DEC average of 737

OCT	635
NOV	625
DEC	611
	-1.57%
	-2.24%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$25,000 and less	37	6.06%	127.0	36	1	0	0		
\$25,001 - \$75,000	101	16.53%	68.0	80	18	3	0		
\$75,001 - \$125,000	91	14.89%	72.0	27	56	7	1		
\$125,001 - \$200,000	149	24.39%	78.0	25	87	35	2		
\$200,001 - \$275,000	75	12.27%	75.0	6	28	36	5		
\$275,001 - \$450,000	93	15.22%	72.0	9	18	57	9		
\$450,001 and up	65	10.64%	102.0	10	6	29	20		
Total Active Inventory by Units:				611	75.0	193	214	167	37
Total Active Inventory by Volume:				147,744,948		26.37M	38.82M	51.46M	31.09M
Median Active Inventory Listing Price:				\$164,900		\$57,500	\$149,948	\$279,900	\$465,000



Monthly Inventory Analysis

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December 2016

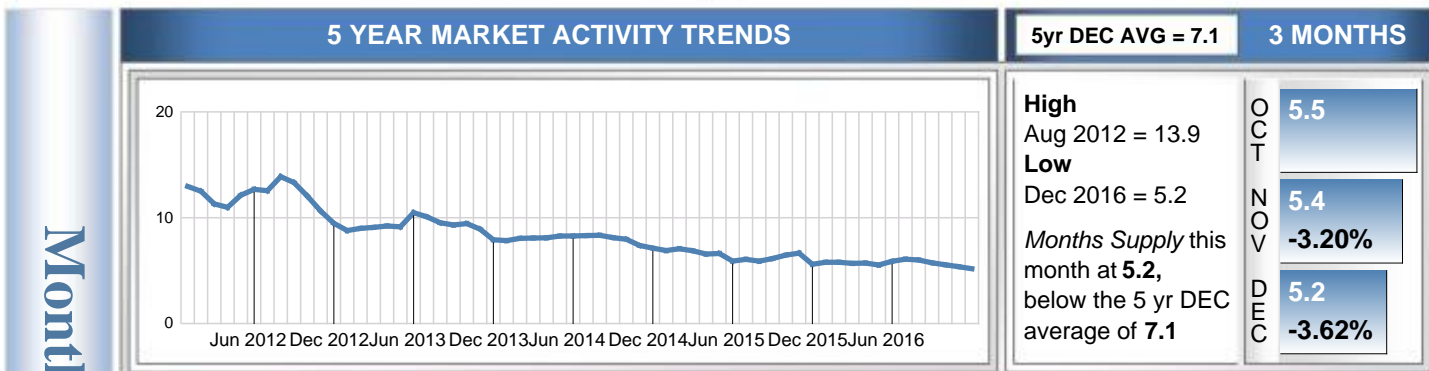
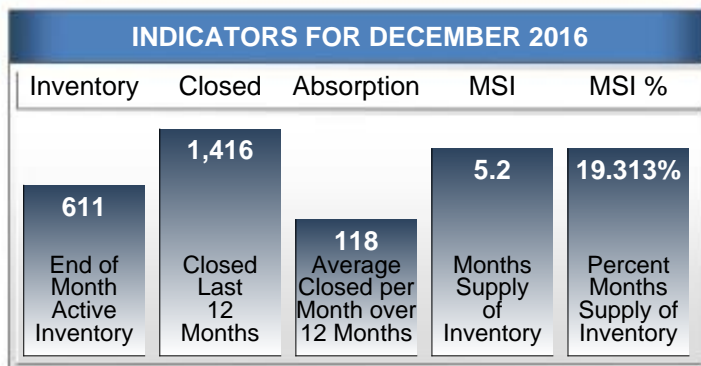
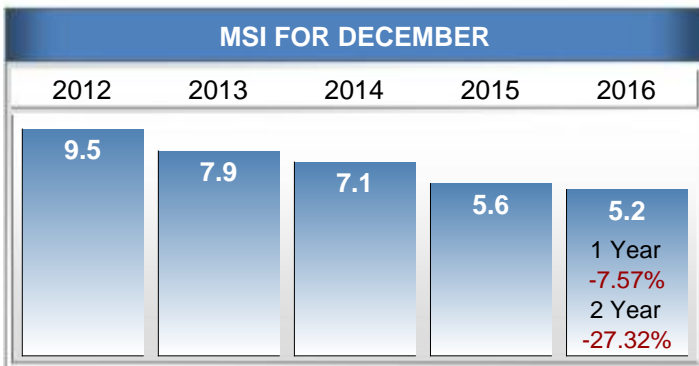
Active Inventory as of Jan 11, 2017



Months Supply of Inventory

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Months Supply

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MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	37		6.06%	11.7	13.9	2.4	0.0	0.0
\$25,001 - \$75,000	101		16.53%	6.8	11.9	2.7	2.3	0.0
\$75,001 - \$125,000	91		14.89%	4.2	8.3	3.6	2.7	12.0
\$125,001 - \$200,000	149		24.39%	3.4	16.7	2.7	3.6	4.0
\$200,001 - \$275,000	75		12.27%	4.2	5.5	3.5	4.6	6.7
\$275,001 - \$450,000	93		15.22%	7.2	36.0	6.8	7.2	4.5
\$450,001 and up	65		10.64%	17.0	120.0	72.0	12.9	14.1
MSI:		5.2			12.5	3.2	5.2	7.8
Total Active Inventory:		611			193	214	167	37



Monthly Inventory Analysis

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December 2016

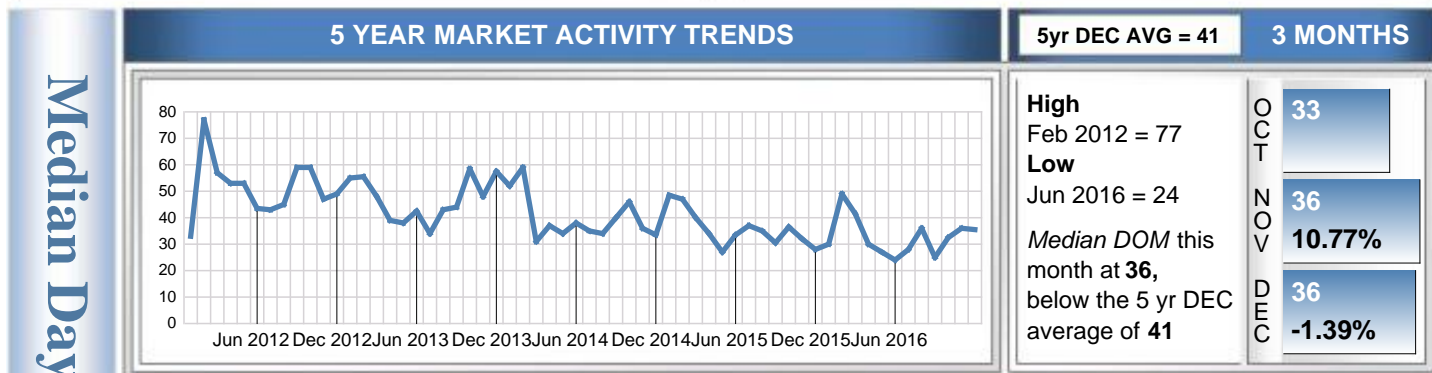
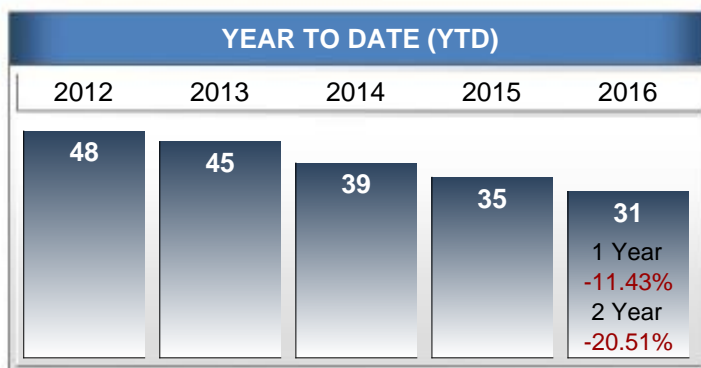
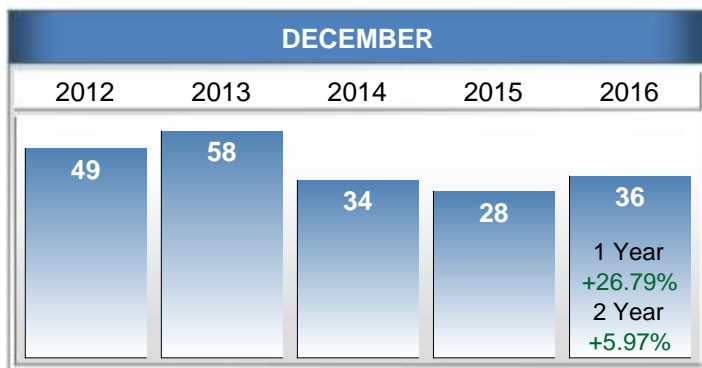
Closed Sales as of Jan 11, 2017



Median Days on Market to Sale

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Median Days on Market

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MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range		%	MDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11	9.32%	26.0	55.0	15.0	13.0	0.0
\$50,001 - \$100,000	15	12.71%	18.0	14.0	33.0	2.0	0.0
\$100,001 - \$125,000	10	8.47%	21.5	0.0	14.0	55.0	0.0
\$125,001 - \$175,000	34	28.81%	43.5	0.0	38.0	53.0	0.0
\$175,001 - \$225,000	15	12.71%	62.0	16.0	61.0	64.0	38.0
\$225,001 - \$350,000	19	16.10%	24.0	22.0	24.0	53.0	0.0
\$350,001 and up	14	11.86%	43.5	51.0	36.0	8.0	121.0
Median Closed DOM:	35.5			26.0	33.0	52.0	115.0
Total Closed Units:	118			15	65	34	4
Total Closed Volume:	23,670,363			1.49M	10.12M	10.19M	1.87M



Monthly Inventory Analysis

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December 2016

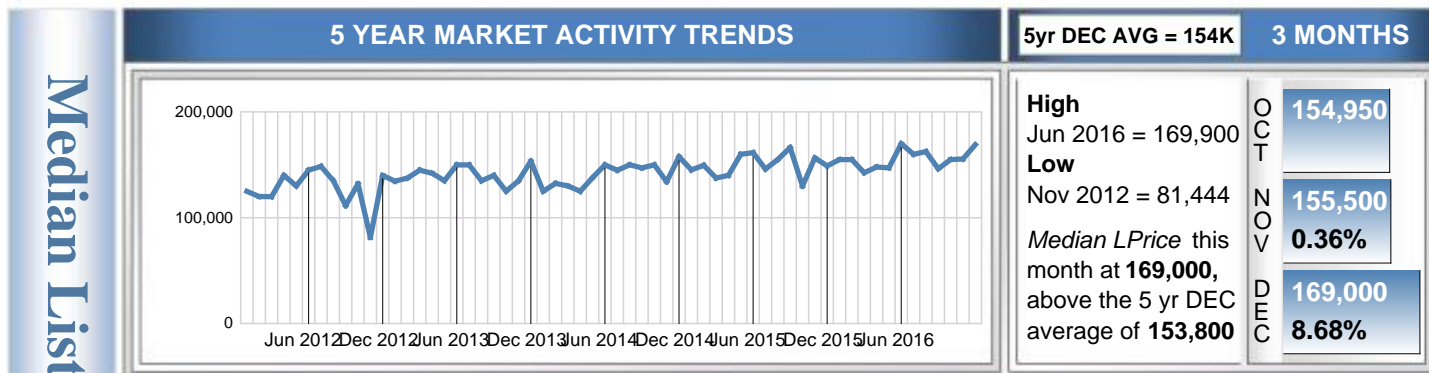
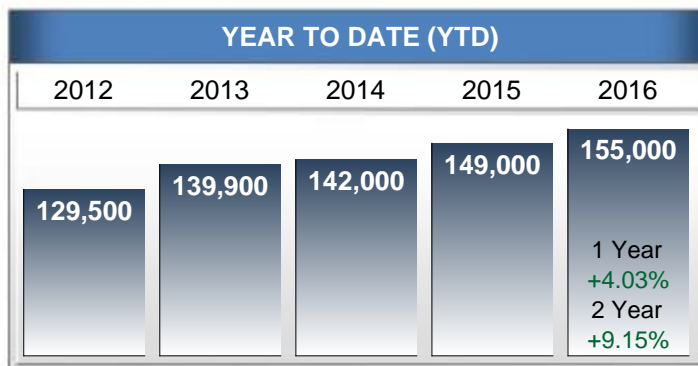
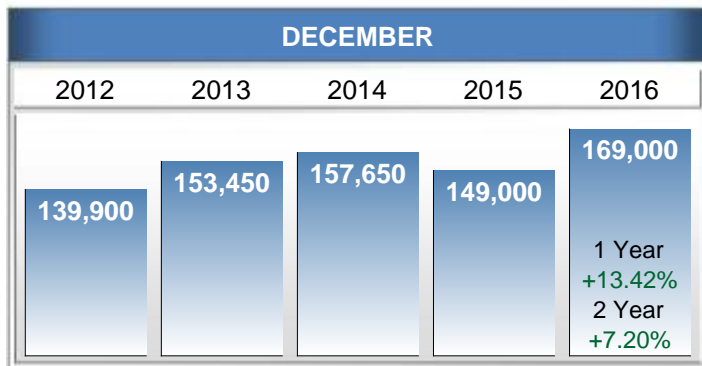
Closed Sales as of Jan 11, 2017



Median List Price at Closing

Report Produced on: Jan 11, 2017

Area Delimited by County Of Rogers



Median List Price

Ready to Buy or Sell Real Estate?
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MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range		%	MLS	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	10	8.47%	32,000	17,750	45,200	35,000	0
\$50,001 - \$100,000	15	12.71%	63,500	71,700	63,625	60,000	0
\$100,001 - \$125,000	9	7.63%	109,000	0	109,500	109,000	0
\$125,001 - \$175,000	35	29.66%	152,900	0	152,900	159,500	0
\$175,001 - \$225,000	16	13.56%	199,700	199,900	198,500	220,000	220,000
\$225,001 - \$350,000	20	16.95%	256,750	300,000	249,000	258,500	0
\$350,001 and up	13	11.02%	500,000	500,000	385,441	623,383	524,900
Median List Price:	\$169,000			\$49,000	\$152,900	\$240,999	\$447,200
Total Closed Units:	118			15	65	34	4
Total List Volume:	24,016,904			1.49M	10.39M	10.25M	1.89M



Monthly Inventory Analysis

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December 2016

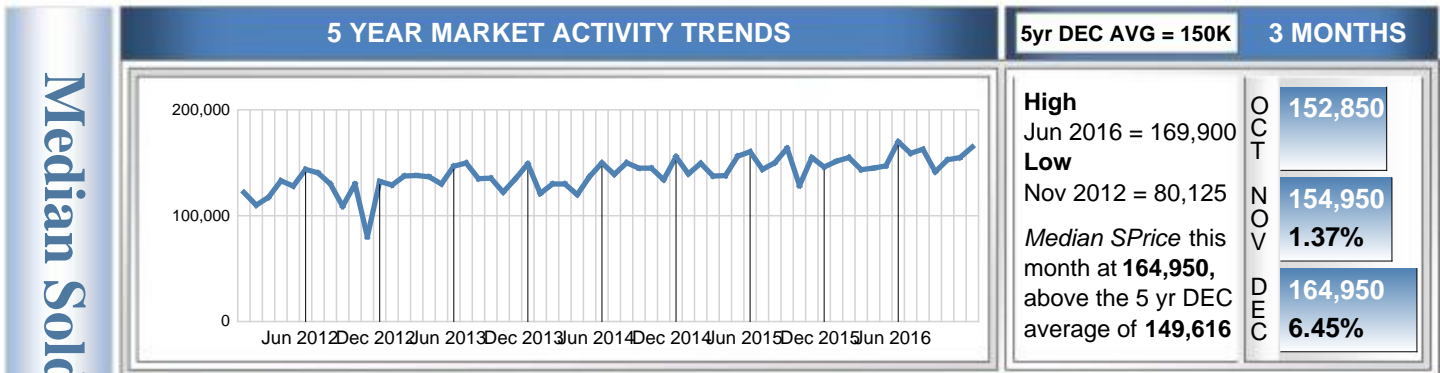
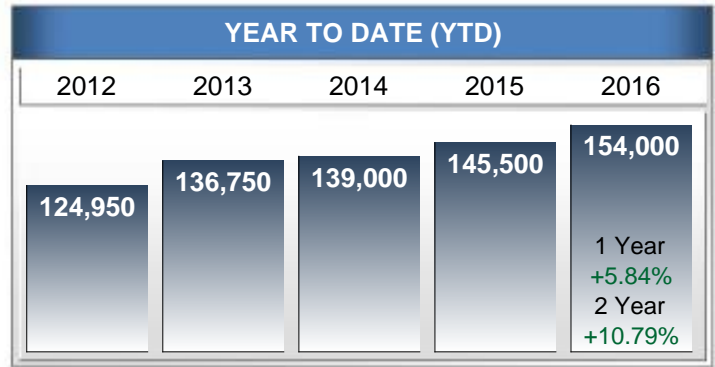
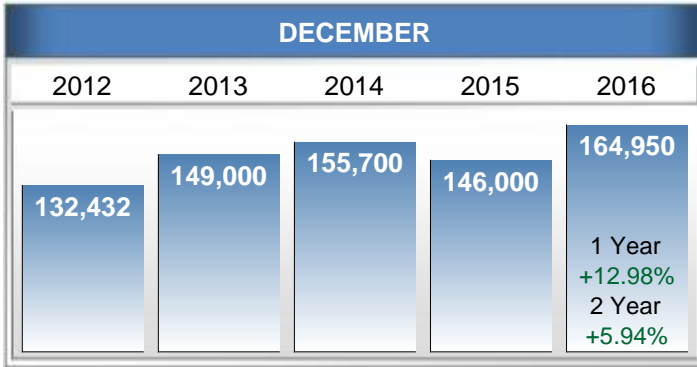
Closed Sales as of Jan 11, 2017



Median Sold Price at Closing

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Median Sold Price

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MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range			%	M\$\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11		9.32%	32,480	27,500	45,554	40,000	0
\$50,001 - \$100,000	15		12.71%	63,500	71,500	63,500	55,000	0
\$100,001 - \$125,000	10		8.47%	113,500	0	116,000	111,000	0
\$125,001 - \$175,000	34		28.81%	156,500	0	153,750	165,000	0
\$175,001 - \$225,000	15		12.71%	191,500	190,000	189,500	218,000	225,000
\$225,001 - \$350,000	19		16.10%	255,000	305,000	246,000	255,500	0
\$350,001 and up	14		11.86%	499,940	500,000	377,900	610,000	557,250
Median Closed Price:	\$164,950				\$41,800	\$151,500	\$241,700	\$457,875
Total Closed Units:	118				15	65	34	4
Total Closed Volume:	23,670,363				1.49M	10.12M	10.19M	1.87M



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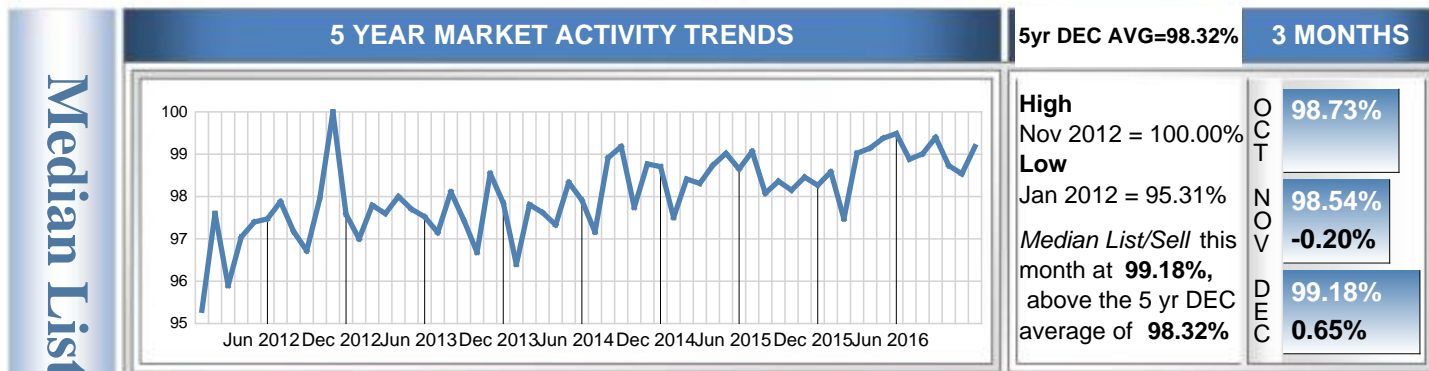
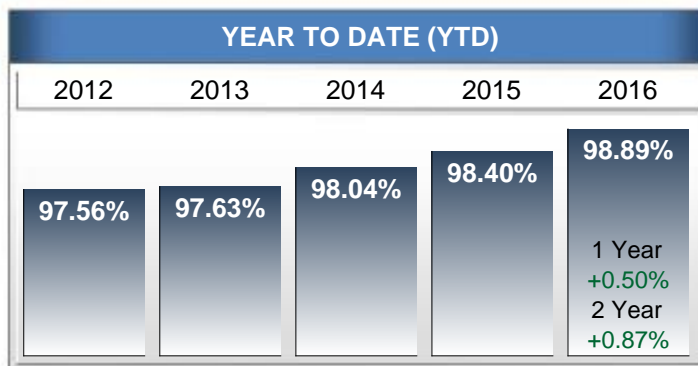
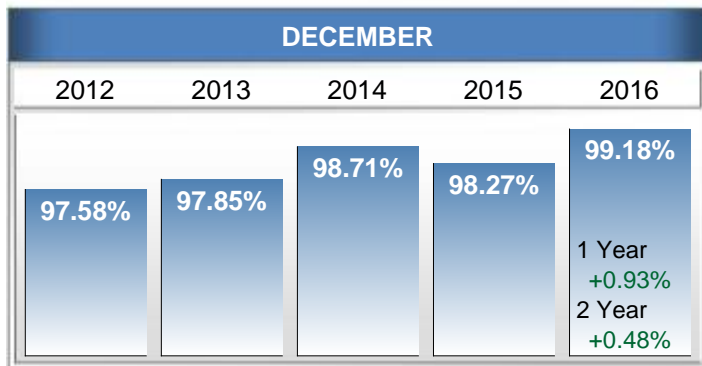
Closed Sales as of Jan 11, 2017



Median Percent of List Price to Selling Price

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Median List/Sell Price

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MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median L/S % by Price Range		%	ML/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	11	9.32%	100.00%	93.10%	100.78%	114.29%	0.00%
\$50,001 - \$100,000	15	12.71%	95.28%	95.28%	96.92%	91.67%	0.00%
\$100,001 - \$125,000	10	8.47%	97.94%	0.00%	96.80%	101.83%	0.00%
\$125,001 - \$175,000	34	28.81%	98.34%	0.00%	98.34%	98.96%	0.00%
\$175,001 - \$225,000	15	12.71%	99.15%	95.05%	98.67%	99.15%	102.27%
\$225,001 - \$350,000	19	16.10%	100.00%	101.67%	98.80%	100.00%	0.00%
\$350,001 and up	14	11.86%	99.88%	100.00%	98.04%	100.00%	97.02%
Median List/Sell Ratio:	99.18%			95.28%	98.15%	100.00%	99.65%
Total Closed Units:	118			15	65	34	4
Total Closed Volume:	23,670,363			1.49M	10.12M	10.19M	1.87M



Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

December 2016

Inventory as of Jan 11, 2017



Market Summary

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Absorption: Last 12 months, an Average of 118 Sales/Month

Active Inventory as of December 31, 2016 = 611

	DECEMBER			Year To Date		
	2015	2016	+/- %	2015	2016	+/- %
Closed Sales	98	118	20.41%	1,371	1,416	3.28%
Pending Sales	75	86	14.67%	1,409	1,460	3.62%
New Listings	138	160	15.94%	2,831	2,596	-8.30%
Median List Price	149,000	169,000	13.42%	149,000	155,000	4.03%
Median Sale Price	146,000	164,950	12.98%	145,500	154,000	5.84%
Median Percent of List Price to Selling Price	98.27%	99.18%	0.93%	98.40%	98.89%	0.50%
Median Days on Market to Sale	28.00	35.50	26.79%	35.00	31.00	-11.43%
Monthly Inventory	640	611	-4.53%	640	611	-4.53%
Months Supply of Inventory	5.60	5.18	-7.57%	5.60	5.18	-7.57%

